

IN PARTNERSHIP: LENOVO

Technological excellence meets
steadfast commitment

A partnership of reliability and value

CDW and Lenovo have been partners for more than a decade, our devotion to the Lenovo technology portfolio and impressive knowledge of their entire family of products demonstrated by our exclusive status as a Premium Gold Business Partner.

As one of only three partners in the UK to have achieved Tier 1 recognition, this elite position gives us priority access to Lenovo products and the ability to buy direct from Lenovo, guaranteeing our customers quicker time-to-value and smart pricing.

The investment we have made into our partnership has seen Lenovo acknowledge us further as an Enterprise Expert, identifying our skills in key data centre technologies.

CDW's aligned technical expertise and dedicated resources have also led to our accreditation as a Lenovo Authorised Warranty Service Provider (AWSP), allowing us to perform maintenance services on behalf of Lenovo and improving our response times on every day and mission-critical systems. Our international presence also enables us to supply and support Lenovo technology on a wider scale, whether that be a one-off project or a global rollout.

Shared values

Every good partnership shares fundamental beliefs that guide the decisions and behaviour of those involved. CDW and Lenovo work closely to ensure:

• Value

Lenovo places a heavy emphasis on achieving the best possible total value for customers, priding itself on being highly price-competitive. We, too, know the importance of value and strive to deliver this across every solution we implement.

• Open

Lenovo's innovation covers desktop to data centre and their products are built with accessibility in mind, be that simple pricing, open standards or common-sense warranties. Our customer-first approach means together we deliver an exceptional customer experience.

• Flexible

The Lenovo product portfolio is highly flexible and widely diverse, and paired with our vendor-agnostic outlook sees that customers are always given the best fit for their infrastructure.

• Reliable

The reliability of Lenovo's products is a constant. Today CDW trades with more than 4000 customers in the UK, the trust we have inspired through the services and solutions we deliver epitomises the same commitment.

Background

As the world's second largest PC manufacturer, Lenovo is a leader in innovation. With customers in over 160 countries, they have been pioneering personal technology and producing breakthrough products known for their reliability, flexibility and diversity since their origins in 1984. Lenovo is completely dedicated to the design and manufacture of a wide range of smart devices that revolutionise the consumption of IT, from smartphones to their groundbreaking ThinkPad PCs and legendary data centre technology. They are now a Fortune 500 company, committed to providing their customers with technological excellence, all over the world.

At a glance

- Authorised Warranty Service Provider
- Premium Gold Business Partner
- Enterprise Expert Partner
- Top 3 UK Partner

LENOVO: A CDW PARTNER

Technological excellence meets steadfast commitment



Turning technology into solutions

CDW helps you build modern end-to-end solutions for the workspace and data centre by uniting Lenovo products with complementary technologies, proven designs and our own considerable experience. We ensure you get the most from Lenovo technology, harnessing their unique innovations to accelerate time-to-value for your solutions. Using CDW proven blueprints and our real-world experience, we create cost-effective, open solutions that are best matched to your needs and can also be embedded into wider solutions that are easier to manage.

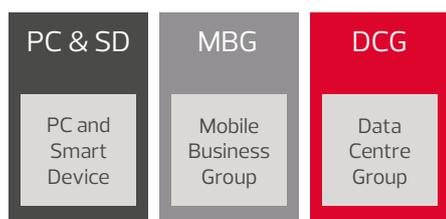
Workspace

Using Lenovo technology we create solutions that put a powerful and friendly computing experience in the hands of every user no matter where they are or how they chose to work.

Data Centre and Cloud

We marry leading-edge Lenovo products in server, storage and networking with the other enabling technologies necessary to rethink the data centre, power innovation and transform how you run and scale critical infrastructure.

Built for Success



The value of a Lenovo expert

•Unlock the value of Lenovo-only innovation

We help you to realise faster time-to-value with Lenovo technology and reap the many benefits of their open and flexible innovations through our excellent solutions and ecosystem of complementary technologies.

•All product expertise

CDW is fully certified across the entire Lenovo portfolio, and as a Premium Gold Business Partner we provide expert services that enable you to get the most out of your investment.

•Fastest access to products

Our elite status within the Lenovo community gives us priority access to Lenovo products and the ability to buy direct, guaranteeing quicker product turnaround and smart pricing for our customers.

•Dedicated internal team

CDW and Lenovo work collaboratively to deliver customers the best possible solutions, our dedicated internal team always available for advice and support.

•Single project to international scale

Everything we do extends internationally, giving you the confidence to turn to us for the supply and support of Lenovo technology whether you have a one-off project or a global rollout.

•See the technology for real

Our standing with Lenovo grants us the ability to demonstrate any Lenovo technology for real in our UK lab facilities, giving you the opportunity to experience it first-hand.



If you would like to discover more about our partnership with Lenovo, speak to your Account Manager or contact us:

Telephone: 020 7791 6000
or enquire online
Email: info@uk.cdw.com
Website: uk.cdw.com
Twitter: @CDW_UK

